

Message Text

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PAGE 01 MOSCOW 15743 311837Z

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 311448Z OCT 75
FM AMEMBASSY MOSCOW
TO SECSTATE WASHDC 6302
INFO USDOC WASHDC
AMEMBASSY LONDON

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USDOC FOR BEWT/TDAD

E.O. 11652 GDS

TAGS: ETRD, EEWT, UR, US, UK

SUBJ: STATUS OF NEGOTIATIONS ON SOVIET HOTEL PROJECTS

1. SOVIET MINISTRY OF FOREIGN TRADE HAS INFORMED UK COMMERCIAL OFFICE THAT SOVIETS HAVE BEEN "DELUGED" WITH OFFERS FROM VARIETY OF WESTERN COUNTRIES TO BUILD HOTELS IN MOSCOW. CONSEQUENTLY, MINISTRY CAUTIONED BRITISH THAT THEY SHOULD NOT EXPECT RESPONSES SOON ON PROPOSALS ADVANCED BY UK FIRMS.

2. U.S. GROUP CONSISTING OF ROBIN INTERNATIONAL (NICOLAS REISINI) AND INTERNATIONAL ENVIRONMENTAL DYNAMICS (IED) DEPARTED MOSCOW OCTOBER 30 FOLLOWING THREE WEEKS OF NEGOTIATIONS WITH SOVIETS ON CONSTRUCTION OF HOTEL USING IED'S JACK-UP TECHNOLOGY. KIED BUILT SOVIET APARTMENT BUILDING IN RIVERDALE USING SAME SYSTEM.) REISINI IS NOW IN LONDON FOR DISCUSSIONS WITH EXPORT CREDIT GUARANTEE DEPARTMENT (ECGD) ON POSSIBILITY OF UK FINANCING FOR THIS PROJECT, WHICH SEEMS POSSIBLE SINCE ROBIN INTERNATIONAL/IED PROPOSAL IS BASED ON USE OF UK CONSTRUCTION COMPANY (AND LABOR) AND UK EQUIPMENT/SUPPLIES.

3. WE NOTE THAT IN HIS RECENT INTERVIEW WITH U.S. NEWS AND WORLD REPORT, DEPUTY MINISTER OF FOREIGN TRADE ALKHIMOV STATED THAT ONE CONTRACT FOR CONSTRUCTION OF ONE HOTEL IN MOSCOW HAD BEEN SIGNED BY U.S. COMPANY. COMMERCIAL OFFICE ASSUMES THAT

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THIS REFERS TO CONTRACT WHICH WAS UNDER NEGOTIATION BETWEEN

SOVIETS AND TOWER INTERNATIONAL (CYRUS EATON, JR.). AS EATON
HAS NEVER CONTACTED US WHILE IN MOSCOW, WE HAVE NOT BEEN ABLE
TO CONFIRM THAT HE HAS IN FACT SIGNED CONTRACT.
MATLOCK

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CONSTRUCTION, HOTELS, PROGRAMS (PROJECTS), NEGOTIATIONS
Control Number: n/a
Copy: SINGLE
Draft Date: 31 OCT 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: KelleyW0
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975MOSCOW15743
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750379-0636
From: MOSCOW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t1975101/aaaaaaaz.tel
Line Count: 65
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: KelleyW0
Review Comment: n/a
Review Content Flags:
Review Date: 13 JUN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <13 JUN 2003 by ShawDG>; APPROVED <03 NOV 2003 by KelleyW0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: STATUS OF NEGOTIATIONS ON SOVIET HOTEL PROJECTS
TAGS: ETRD, EEWT, EINV, UR, US, UK, ROBIN INTERNATIONAL
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006